

## The High Velocity Edge How Market Leaders Leverage Operational Excellence To Beat The Compeon

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In The High-Velocity Edge, the reissued edition of five-time Shingo Prize winner Steven J. Spear's critically acclaimed book Chasing the Rabbit, Spear describes what sets market-dominating companies apart and provides a detailed framework you can leverage to surge to the lead in your own industry. Spear examines the internal operations of dominant organizations across a wide spectrum of industries, from technology to design and from manufacturing to health care.

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In The High-Velocity Edge , Dr. Steven Spear decodes the magic and gives us insights into how these “high-velocity” organizations have become who they are. In a nutshell, Spear’s conclusion is, “It is how the uncertainty, the expectations, and the unexpected are managed that separates the high-velocity organizations from their pursuers and proves to be a source of sustainable competitive advantage.”

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Spear argues that High-Velocity Edge companies are learning organizations. Organizations that continually look at the whole system to see what needs to be improved, clarified and/or cut. By considering if each action is necessary, if it is leading to near-misses or even tragic circumstances, these companies save time, resources and empower their employees to create value and not just put out fires.

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In contrast, high-velocity learning organizations vanquish foes with fewer people and fewer resources. They don't start with perfect products, services or processes. But, they start by recognizing that imperfection is inevitable, so they constantly look for and find stumbles in execution that impede progress.

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Discovering Your Way to Greatness is a first step in the journey to help your teams outlearn and outperform the competition - and in creating a true, high-velocity organization. Call 617-281-7620 info@thehighvelocityedge.com

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